

Georgia's Procurement Transformation Initiative

Department of Administrative Services
State Purchasing Division

NASPO Southern Region Conference
May 2010

The State of Georgia - Spend Management Analytics

Kelly Loll
Director, Knowledge Center



SPD Knowledge Center

STRATEGIC SUPPORT

Strategic Support



Purpose	Specific Activities
<ul style="list-style-type: none"> • Provide holistic data solutions to the State Purchasing Division by effectively leveraging Data Management Best Practices • To address unique strategic requirements utilizing customized solutions to support specific needs and to ensure that sourcing teams are well-equipped to meet their objectives throughout the 7-Stages process 	<ul style="list-style-type: none"> • Database structuring and complex reporting enables others to more efficiently manipulate and analyze large volumes of data • Provide Spend Management Analytic tools , including spend cube, reports and applications • Data requests, collection and manipulation (creation, compilation and analysis) • Market and vendor research
Goals	<ul style="list-style-type: none"> • Spend analysis <ul style="list-style-type: none"> • Develop baselines • Bid Sheet compilation • Bid analysis • Recommendations on sourcing strategies • Negotiations and implementation analysis • Category profiles • Savings tracking and validation • Process development and improvement • Contract compliance
<ul style="list-style-type: none"> • Accelerate and improve savings benefits • Enhanced focus on strategic issues • Ensure quality assurance is upheld at the highest standards • Realignment of resources to focus on other strategic opportunities • Reduce sourcing cycle times by utilizing customized solutions to match specific category requirements 	

State of Georgia has become one of the Best Managed States, with an extremely efficient and effective procurement organization.



Capacity Improvements

Organization:

- State Purchasing is realigned by category clusters

Skills & Training:

- State of Georgia Procurement Certification Program

Process

- New procurement techniques and policies

Technology

- Implementation of eTools

Spend Management

- Tools, reports and applications

Benefits

- More collaborative environment
- Millions in annualized savings
- Expanded audit capabilities
- Negotiations for both service and price
- Expanded opportunities for training
- Effective vendor management
- Easier and better access to statewide contracts
- Process time reduced with eRFx
- State Purchasing becoming self-funded
- Spend management analytics



spend management analytics

STRATEGIC SUPPORT GROUP

Georgia Spend Management Project

Presentation to NASPO

Agenda

Spend Management Analytics Project



- **Procurement Transformation - Technology**
- **Georgia's Need for Spend Management**
- **Overview - Spend Management and Tools**
- **Project Summary**
- **Applications and Reporting**
- **Spend Manual**
- **Spend Cube - How To and Why**
- **Spend Project Marketing**
- **More Information**



World Class Procurement for the State of Georgia



Procurement Transformation Initiative Goal

Problems

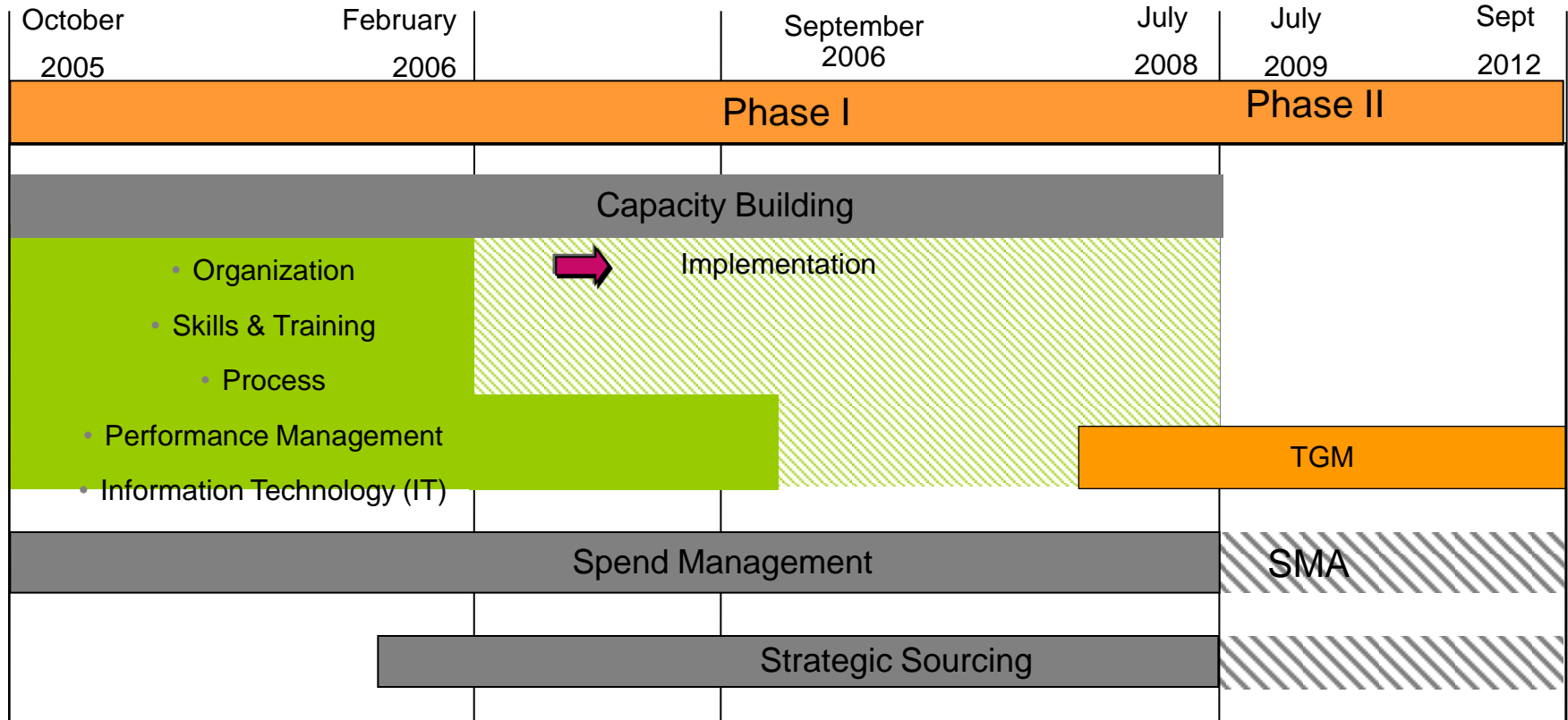
- Lacked compelling mission and strategy
- Gaps in skills, training and incentives
- Significantly underdeveloped performance management practices
- Lacked good procurement data
- Transactional, fragmented procurement systems
- Missing best-practice procurement tools

Response

- Established a center-led procurement organization
- Increased staff capacity and strengthened competencies
- Implemented comprehensive performance improvement/risk mitigation program
- Undertook necessary legislative changes
- Upgraded core procurement processes
- Implemented cutting-edge procurement technology

Current State Overview

Georgia's Procurement Transformation



The transformation is a multi-phase initiative to achieve considerable savings from process improvement and strategic sourcing efforts.

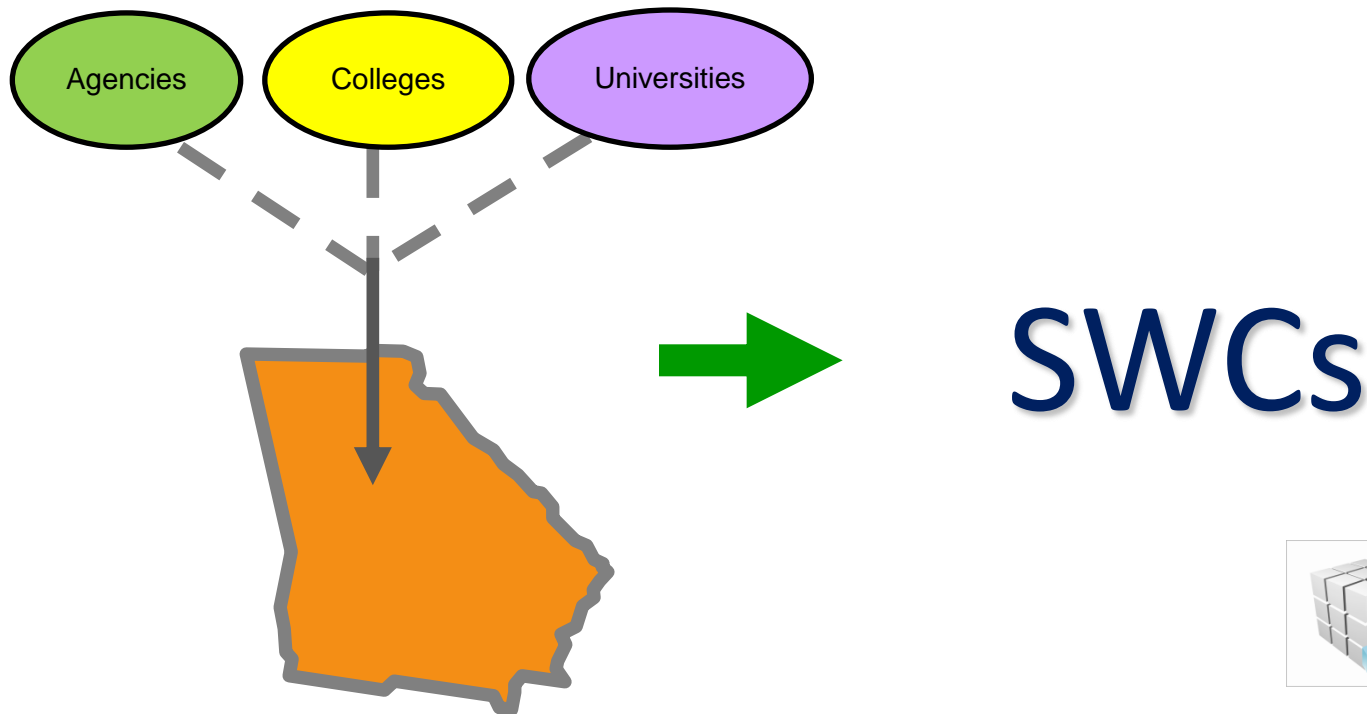


Role of Strategic Sourcing in Procurement

Overview of Spend Management



- State of Georgia's Transformational Goal
 - Leverage the purchasing power of state entities to create quality SWCs
 - Quality= SWCs with spend optimization and increased service levels
 - Key method to reaching goal is **strategic sourcing**



Role of Strategic Sourcing in Procurement

Overview of Spend Management



■ Strategic Sourcing

- A fact-based approach to identifying viable statewide contracts (SWCs)
- Detailed analysis of external market and internal purchasing data using metrics, collaboration, planning and research

External Data	Internal Data
<ul style="list-style-type: none">• Current and future market conditions• Industry trends, etc.• Now easier to access with the internet and availability of publications, research)	<ul style="list-style-type: none">• Purchase orders• Accounts payable• Difficult to collect: “...Strategic sourcing plan is often hindered by the lack of detail and comprehensive data...Much of the historical data is still in paper form...”

(State & Local Government Procurement: A Practical Guide. 2008, Lexington: National Association of State Procurement Officials, 57.)



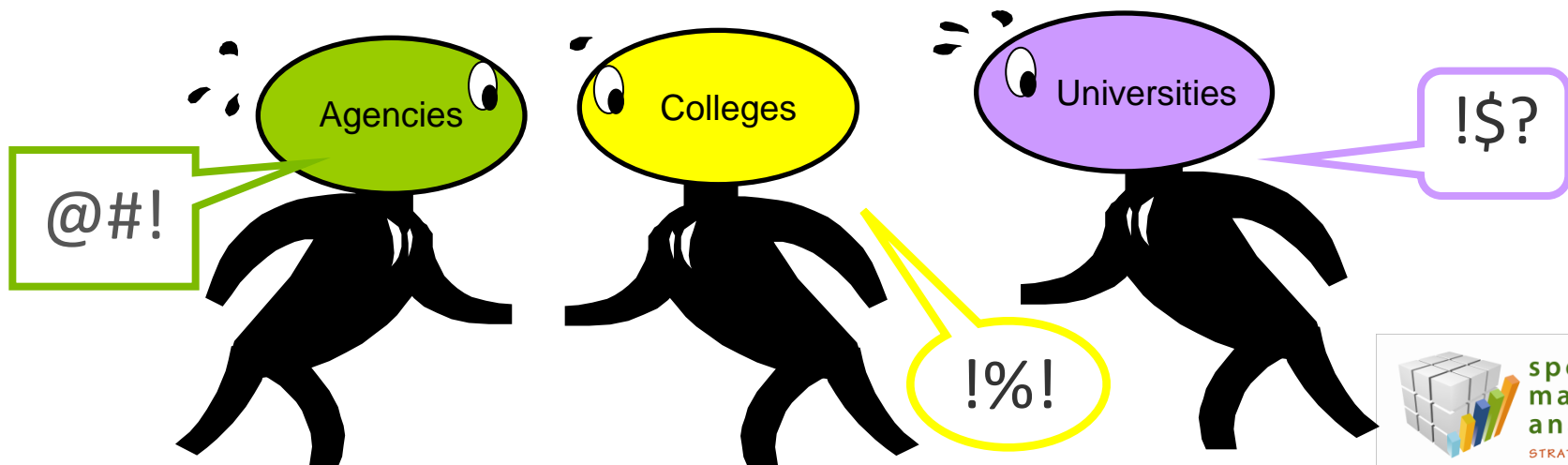
Real World Challenges to Spend Analytics

Overview of Spend Management

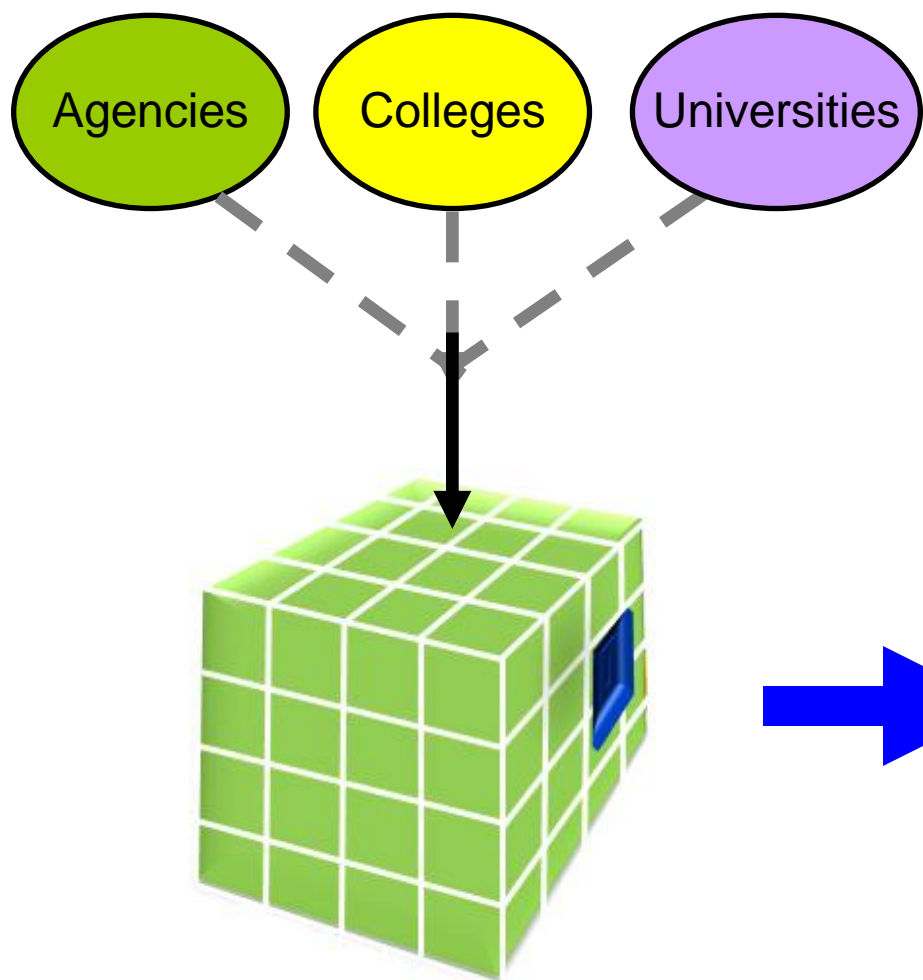


- **Difficulty in Collecting and Making Sense of Statewide Internal Purchasing Data**
 - Takes a lot of resources and time to collect data across Georgia's massive enterprise of 85 agencies and 35 academic institutions
 - Different accounting processes and systems used for data collection

Georgia's accounting systems don't speak to each other, so finding relationships between spend data is difficult.



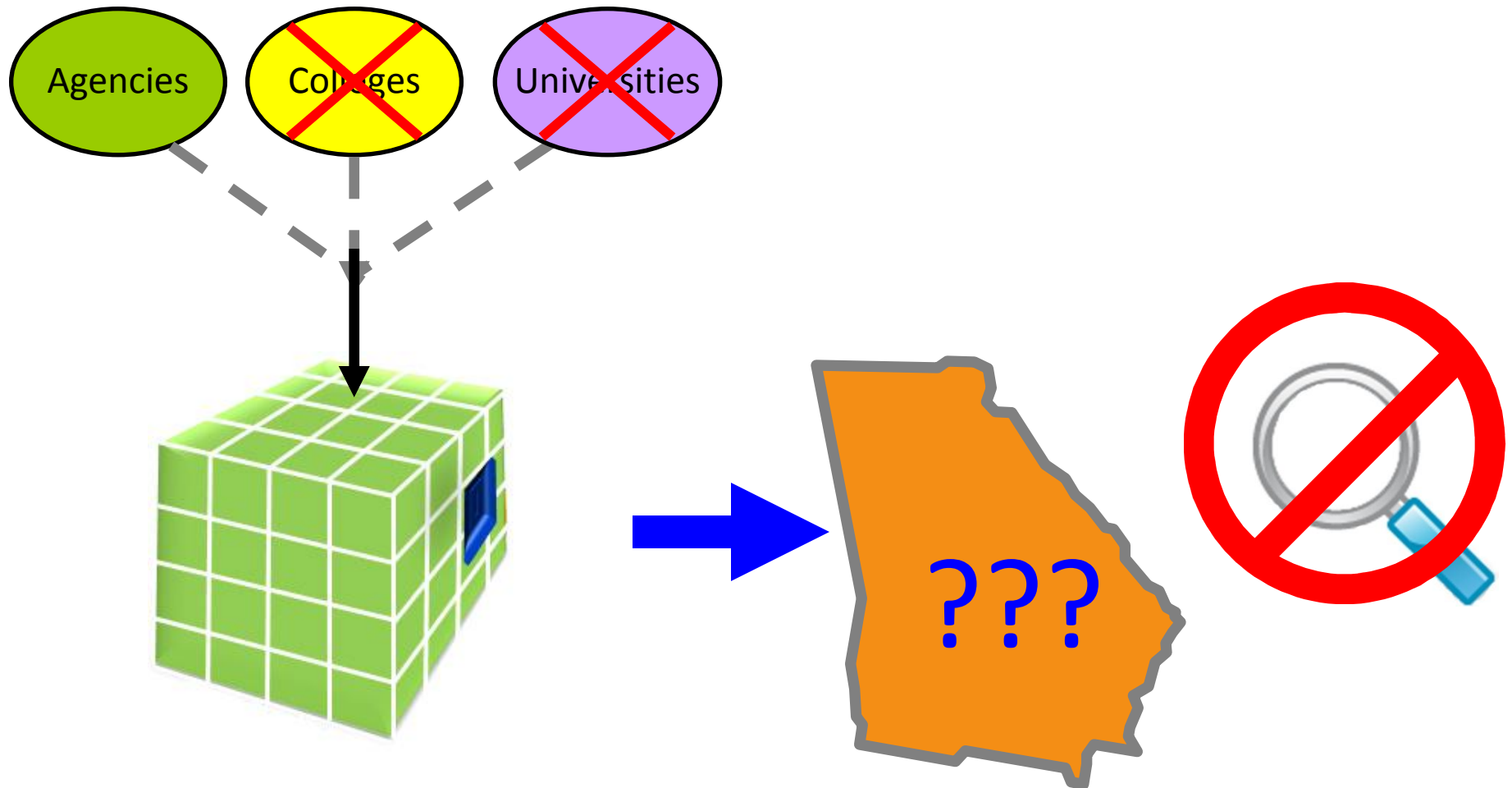
The Spend Management Project is a response to Georgia's "financial systems disconnect."



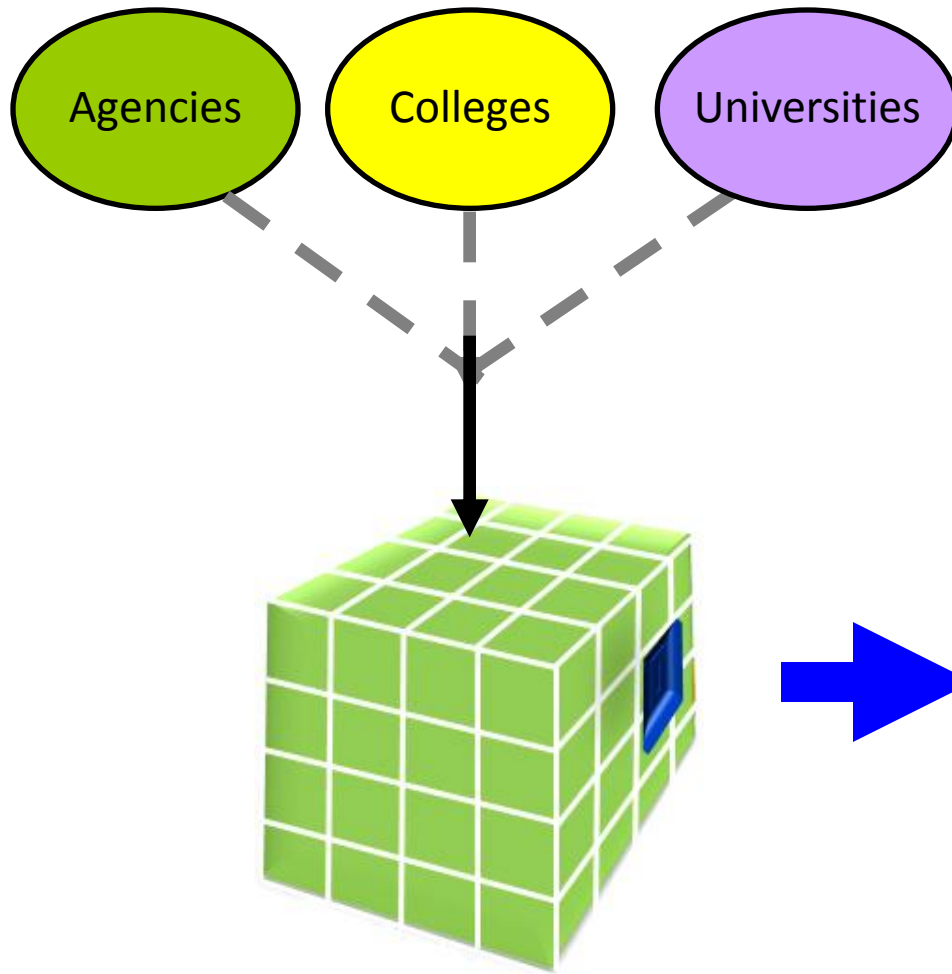
Spend cubes translate purchasing data into codes that allow for meaningful analysis.



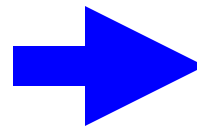
The first spend cube was technically limited and did not include data from all Georgia governmental entities.



Spend Management Analytics is Georgia's **new and improved** spend system.

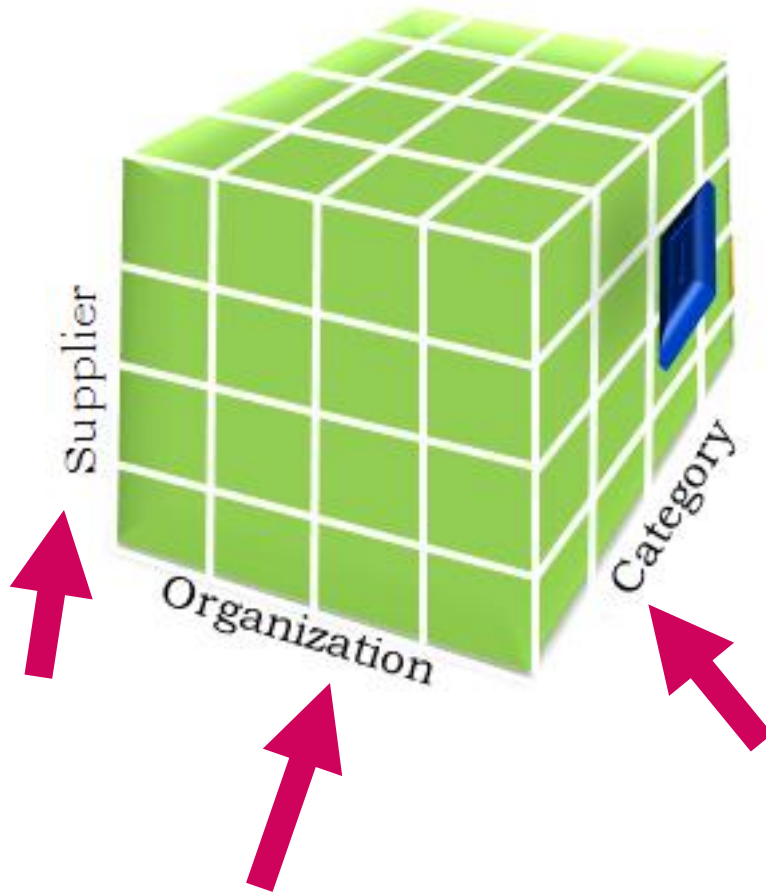


- Cube can **refresh** to generate histories of data.
- Data included from Georgia's agencies and academic institutions.



Why is the tool important?

Tool Overview

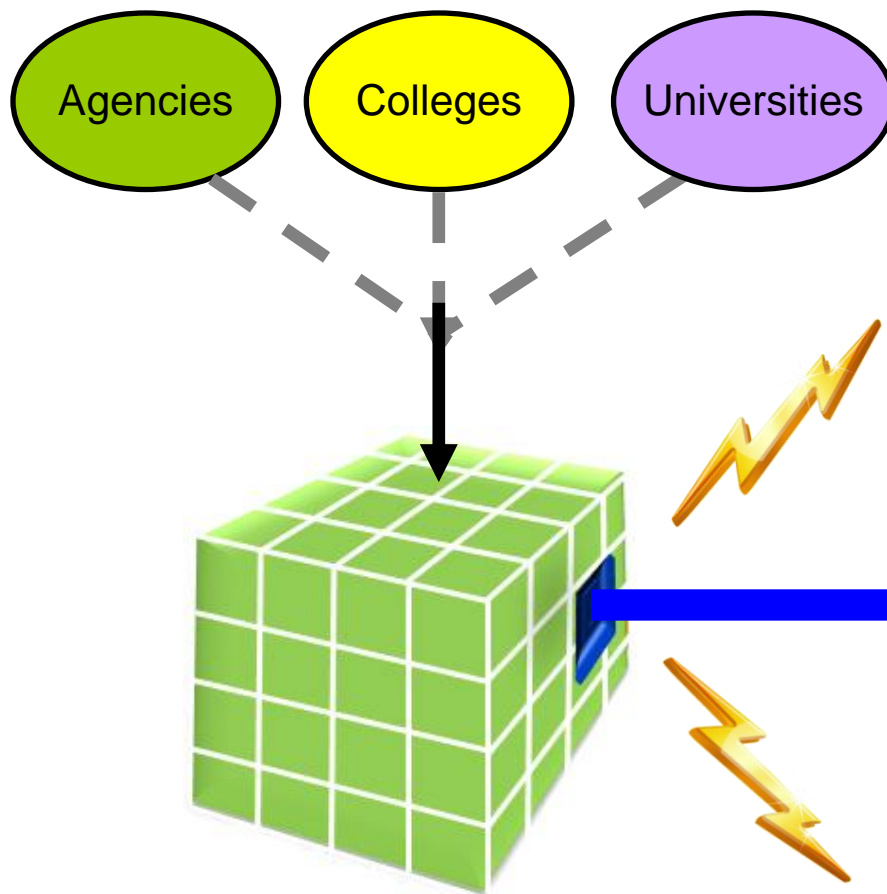


- Refresh capabilities allow the tool to be reused and data benchmarked
- Flexible precision to examine spend from multiple viewpoints to determine:
 - **What** is being purchased?
 - From **whom**?
 - At **what** price?
- Robust technology system provides detailed analysis and a comprehensive scope of Georgia's spend



How does the tool do this?

Tool Overview



- Collects disparate spend data
- Organizes data into categories and granular subcategories
- Generates comprehensive real-time reports



Project Partners

Spend Management Project Summary



■ **STATE OF GEORGIA**

- Governor's Commission for a New Georgia
- Government leadership involvement in Executive Steering Committee
- High level endorsement/engagement gives attention to Georgia's transformation

■ **PEW CHARITABLE TRUSTS** - "Pew Management Lab"

- Part of Pew's efforts to find efficiencies in state government
- Georgia selected to receive production grant and consultative support

■ **MICROSOFT CORPORATION**

- SPD received free applications training in 2009
- Tremendous interest in our project with burgeoning engagement
- Working with DOAS to create a technical white paper showcasing unique uses of Microsoft SharePoint and PerformancePoint programs

Goals

Spend Management Project Summary



- **Build, populate DOAS - SPD spend cube**
 - Collect, cleanse and maintain comprehensive spend data for all state agencies, universities and colleges
- **Utilize, support and maintain the Spend Management Analytics system**
 - Establish processes to enable spend refresh
- **Promote strategic sourcing programs; assist with nationwide replication**
 - Outline system design and project results
 - Work with strategic partners to market the project and benefits nationwide



Objectives

Spend Management Project Summary



In the one year allotted for the Pew Management Lab project, DOAS – SPD undertook an effort to:

1. Develop a robust spend management system
2. Establish a process and schedule that would allow the system to collect disparate data efficiently
3. Develop a spend manual describing the processes for continuing spend management activities
4. Identify targets of opportunity for Strategic Sourcing Teams for future sourcing events
5. Maximize visibility into Georgia's spend and encourage the use of spend management towards overall better business management decisions



Project Deliverables

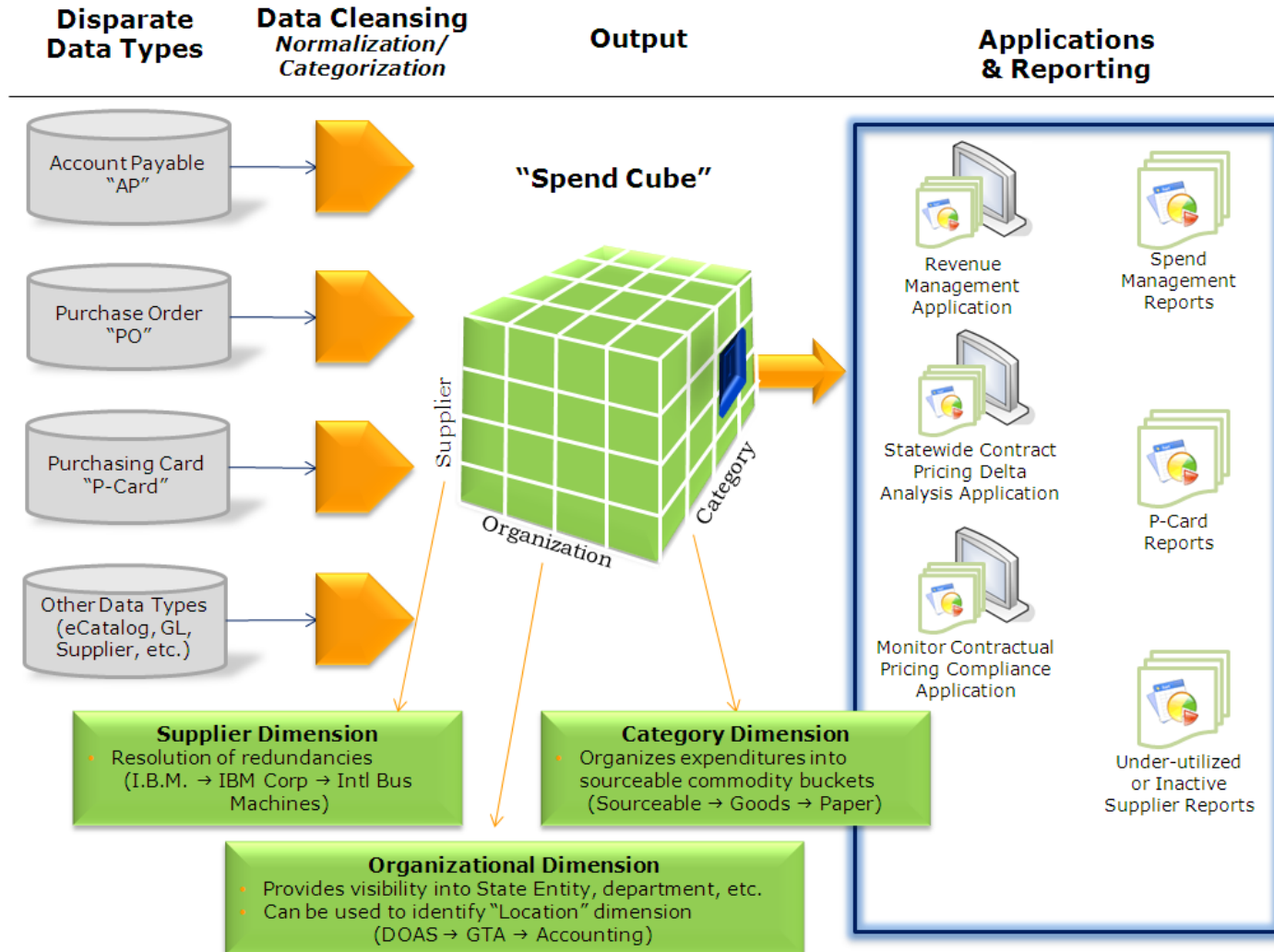
Spend Management Project Summary



1. **Spend Cube** – Develop a dynamic spend tool using 2007 and 2008 AP, PO, and P-Card data from Georgia state entities
2. **Analytical Reports** – PerformancePoint (drill-down) and Excel reporting from the Spend Management System
3. **Streamlined Process for Administrative Fees/Rebates** – a Web-based program that tracks administrative fee reports
4. **Monitor Contractual Prices** – Ability to monitor prices paid to vendor
5. **Identification of Rogue Spending** – Monitor spend not purchased off statewide contracts
6. **Expansion of statewide Purchasing Card (P-Card) Program** – Identify spend that can be directed to the Georgia's Purchasing Card Program
7. **Identification of Under-utilized or Inactive Vendors** – Ability to monitor vendors on Statewide Contracts with refreshable Spend Cube
8. **Statewide Contract Pricing Delta Analysis Model** – Data Model that forecasts revenues and tracks actuals received for each statewide contract for State Purchasing
9. **Spend Management Manual** – Aids in project replication and long-term management

Project Deliverables

Spend Management Analytics



Project Deliverables

Spend Management Project Summary



The spend cube offers the ability to:

- Identify and prioritize key suppliers
- Increase spend visibility across the public sector with full spend disclosure
 - Identify potential contracts and/or to improve existing contracts
 - Discover ways to lower the purchase price while increasing quality
 - Measure overall procurement performance and assess potential process changes
- Increase contract compliance capabilities
 - Ensure price compliance exists
 - Monitor off-contract or “rogue” spending
 - Observe suppliers being underutilized or not being utilized
 - Recognize contracts that have not been marketed
- Identify spend that can be directed to the purchasing card program

Category Tree

Spend Management Project – Executive Steering Committee



A comprehensive taxonomy customized to the State's unique business structure...

Goods

- Packaging
- Law Enforcement Supplies
- Maintenance Repair Operations (MRO)
- Food
- Office Expense
- Medical
- Agricultural
- Goods

Services

- Commercial Services
- Professional Services
- Travel Services
- Human Resource & Workforce
- Logistics Services
- Benefits
- Marketing

IT

- Computer Hardware
- Computer Software
- Specialized Hardware
- Computer Services
- IT Telecom

Infrastructure

- Building Construction
- Fleet
- Fuels, Utilities, & Waste Management
- Construction Equipment
- Road Construction
- Maintenance & Operations Services

A clear and comprehensive tree is imperative to logical reporting and management.

Category Tree

Department of Administrative Services, State Purchasing Division



Sourceable

Goods

Infrastructure

IT

Services

MRO

Office Expense

Supplies

Energy & Utilities

Fleet

Ops & Maintenance

Hardware

Software & Services

Commercial Services

Health & Social Services

Professional Services

MRO/Facilities

Office Furniture

Agricultural Supplies & Materials

Fuels

Fleet Assets

Building Construction

Hardware Consulting

Computer Software

Laundry & Dry Cleaning Services

Human Services

Architectural Services

Outdoor Power Equipment

Office Supplies

Athletic & Rehabilitation Supplies

Utilities

Fleet Maintenance

Construction Materials

IT Hardware

IT Services

Miscellaneous Services

Miscellaneous Services

Communications & Media Related Services

Paper & Packaging Materials

Drugs & Medical/Lab Equipment

Fleet Parts

Facilities & Ground Maintenance & Repair

Specialized Hardware

Software Consulting

Print Services

Consulting

Food & Food Supplies

Heavy Equipment

Leases

Telecom Hardware

Telecom Services

Real Estate Property Rental or Lease

Educational

Law Enforcement Supplies

Transportation Services

Road & Bridge Construction

Recreation, Travel & Amusement

Management

Miscellaneous Items

Safety & Security

Miscellaneous

Promotional Items

Professional

Travel Services

Key

Class

Group

Family

Category

SubCategory

Category Tree—Goods

Department of Administrative Services, State Purchasing Division



Goods

MRO		Office Expense			Supplies						
MRO/Facilities		Office Furniture	Office Supplies	Paper & Pack. Materials	Agricultural Sup. & Materials	Athletic & Rehab. Supplies	Drugs & Medical/Lab Equip.	Food & Food Supplies	Law Enforcement Supp.	Miscellaneous Items	Promotional Items
Building/Industrial Supplies	Outdoor Power Equipment	Installation, Service, & Repair	Paper	Shipping Materials	Agricultural Equipment	Athletic Equipment	First Aid Equipment	Food	Supplies	Books, Audio	POP
Containers	Lawn Mowers		Small Office Equipment		Agricultural Services	Rehabilitation Equipment	Hearing/Optical Aids, Prosthetic Devices, etc.	Food Services		Craft Supplies	
Coolers & Water Fountains			Specialty Paper		Agricultural Supplies		Maintenance Repair	Food Supplies		Personal Supplies	
Disposable Paper Items					Animals/Livestock		Medical/Lab Equipment			Teaching Supplies	
Electrical Supplies					Animals/Livestock Equipment		Pharm., Bio., & Reagents				
Equipment					Crops		Testing Services				
Hand Tools					Feed						
HVAC					Herbicides						
Industrial Chemicals											
Industrial Gas											
Industrial Paint & Supplies											
Linens											
Maint & Repair Services											
Maintenance Supplies											
Pipes, Valves, Fittings											
Safety, fire, & emerg. equip.											
Safety, fire, & emerg. repair											
Uniforms											

Key

Class	Group	Family	Category	SubCategory
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Category Tree — Infrastructure

Department of Administrative Services, State Purchasing Division



Infrastructure

Energy & Utilities

Fleet

Operations & Maintenance

Fuels

Fleet Assets

Fleet Maintenance

Fleet Parts

Heavy Equipment

Transportation Services

Building Construction

Construction Materials

Facilities & Ground Maintenance & Repair

Leases

Road & Bridge Construction

Heat

Utilities

Rail Parts

Vehicle Maintenance & Repair

Aircraft Parts

Cranes

Charter/Bus/Van Service

Equipment

Fencing

Building Maintenance & Repair

Building

Equipment

Liquid Propane Gas

Electricity

Trailers

Watercraft Maintenance & Repair

Marine

Dozers & Loaders

Logistics Services

Portable Modular Building

Floor Coverings

Grounds Maintenance

Capital Equipment

Marine Construction

Petroleum (Gas & Diesel)

Natural Gas

Vehicles (motorcycles, auto, truck, bus)

Rail Parts

Industrial Tractors

Transportation for NonCommuters

Services

Lumber

Janitorial Services

Equipment

Repair Services

Waste Management

Watercraft

Vehicle Parts

Lifts & Hoists

Supplies

Misc. Services

Services

Water/Water Treatment

Watercraft Parts

Road & Highway

Pest Control

Supplies

Trucks/Chassis /Dump

Key

Class

Group

Family

Category

SubCategory

Spend Management Reporting

Applications and Reporting – Spend Reports



SPEND MANAGEMENT ANALYTICS

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- Spend Reports
- Suppliers
- Contracts
- Strategic Sourcing
- Team GA MarketPlace
- Resources
- Training

Spend Dashboard

Spend Analytics



Explore Georgia State's Spend

GA State's spending across Categories

Detailed View

- Operations & Maintenance (50.39 %)
- Health & Social Services (19.62 %)
- Professional Services (15.06 %)
- Supplies (7.59 %)
- Software & Services (7.34 %)

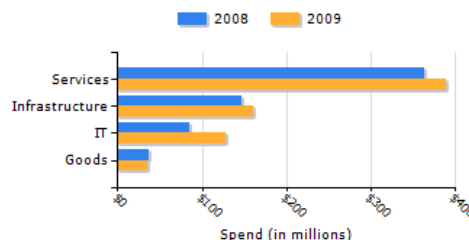


Spend By Dimensions

- › Spend by Datasource
- › Spend by Fiscal Calendar
- › Spend by NIGP
- › Spend by Agency
- › Spend by Suppliers
- › Spend by Program
- › Spend by Fund
- › Spend by Funding Source
- › Spend by Project Grant

GA State's spending across Group

Detailed View



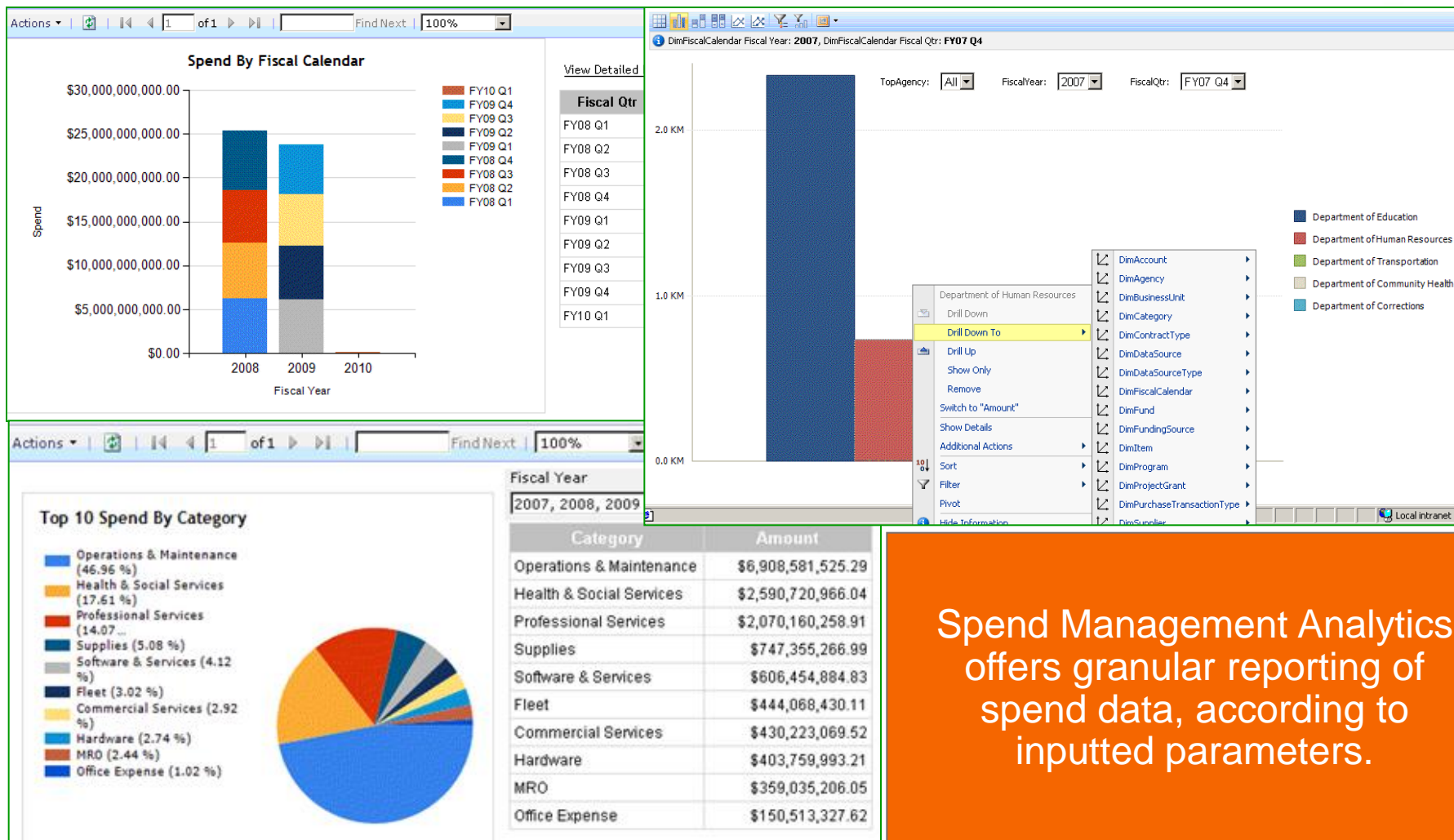
Quick Links

- › P-Card Opportunities
- › Statewide Contract Rogue Spend
- › Under-Utilized Suppliers
- › Top 10 NIGP's against Supplier and Agencies
- › Top 50 Suppliers

Management can access reports and do drill-downs into spend data using spend management applications.

Spend Management Reporting

Applications and Reporting – Spend Reports



Spend Management Analytics offers granular reporting of spend data, according to inputted parameters.

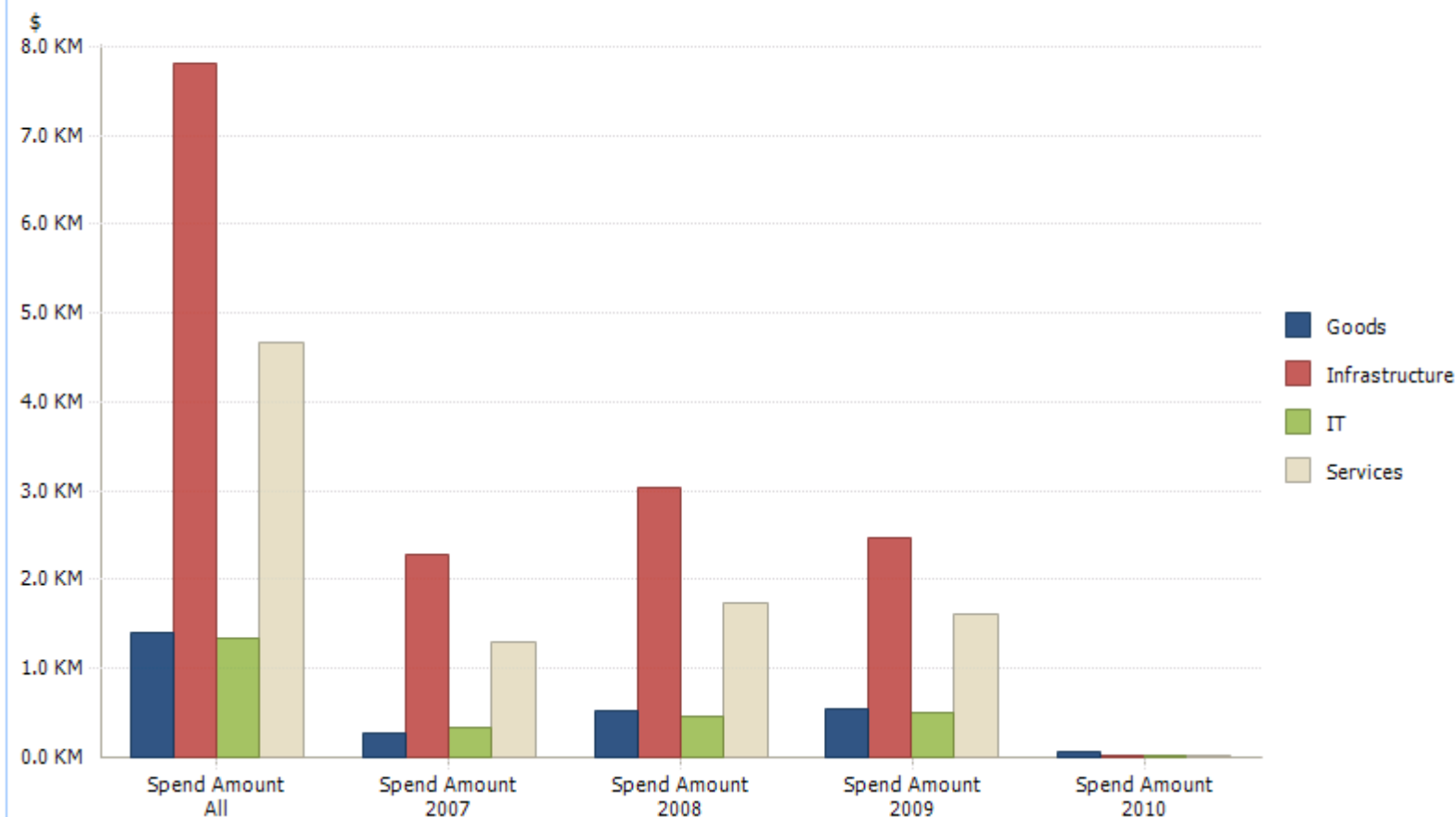
Spend Management Reporting

PerformancePoint Example



DataSource: All , BOA Purchasing Cards , Board of Regents , State Accounti...

AC-RPT-ProdSoGSpendToolCube



Spend Management Reporting

Applications and Reporting – Purchasing Cards (P-Card) Reports

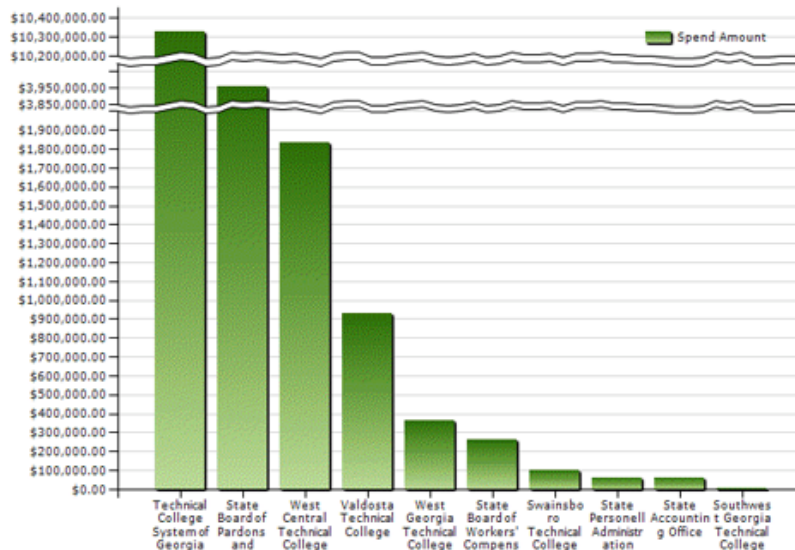


Top 10 P-Card Opportunities

		FY 2007	FY 2008	FY 2009	Total
SWC70768	Department of Administrative Services			\$114,576.36	\$114,576.36
	Department of Banking and Finance			\$16,155.00	\$16,155.00
	Department of Corrections		\$3,709,426.74	\$4,242,792.74	\$7,952,219.48
	Department of Economic Development		\$95,773.32	\$49,256.00	\$145,029.32
	Department of Education		\$4,783,441.29	\$7,194,631.16	\$11,978,072.45
	Department of Juvenile Justice			\$271,220.91	\$271,220.91
	Department of Public Safety		\$124,076.50	\$136,026.50	\$260,103.00
	Department of Revenue		\$4,125,402.18	\$5,539,223.33	\$9,664,625.51
	Department of Transportation			\$541,398.50	\$541,398.50
	Gwinnett Technical College		\$102,452.50	\$21,508.50	\$123,961.00

☐ Judicial Branch
☐ Secretary of State
☐ State

SWC70766-1
 SWCGTA00001-1
 SWC70759-1
 SWC40219-3
 SWCGTA00137-4
 SWCGTA00119-4
 SWC50483-2
 SWC70764
 SWC50241
 SWC20627-1
 SWCGTA00119-14
 SWC00627
 SWC50483-1



[View Detailed Report](#)

Agency	Spend
Technical College System of Georgia (name	\$10,326,251.48
State Board of Pardons and Paroles	\$3,955,913.74
West Central Technical College	\$1,837,282.29
Valdosta Technical College	\$931,658.56
West Georgia Technical College	\$363,565.66
State Board of Workers' Compensation	\$259,347.10
Swainsboro Technical College	\$102,986.76
State Personell Administration (Formerly Georgia Merit System)	\$60,931.38
State Accounting Office	\$57,704.78
Southwest Georgia Technical College	\$88.95

Spend Management Reporting

Applications and Reporting – Supplier Fees (Revenue Management Application)



SUPPLIER FEES APPLICATION

State Purchasing Department

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[SIGNOUT](#)

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	SWC#	Contract Name	Contract Status	Supplier Name	Supplier Status	Category	Buyer	View	Edit
▼	SWC20369	Dentifrice (Toothpaste)	Approved	AMERCARE PRODUCTS INC	Active		Beal, Rick		

Supplier	Contract	Buyer	Admin/Rebate Fees	Statistics
<div style="display: flex; justify-content: space-between;"> <div> <p>ID: 0000019062</p> <p>Tax ID: 911552820</p> <p>Address: P O BOX 25326 SEATTLE USA</p> <p>Contact Person:</p> </div> <div> <p>Name: AMERCARE PRODUCTS INC</p> <p>Status: Active</p> </div> <div> <p>Supplier Logo</p> </div> </div>				

>	SWC20369-1	Dentifrice (Toothpaste)	Approved	AMERICAN AMENTIES INC	Active		Beal, Rick		
>	SWC20400	DISHWASHING COMPOUND	Approved	ECOLAB INC	Active	Goods	Beal, Rick		

FY 2009 Q4	8/17/2009	7800.00	6000.00	8/17/2009	1234567	Check	0	0.00	1800.00	Open		
Modify: FY 2009 Q4												
Payment Mode: Check						Deposit ID: <input type="text" value="1234567"/> Comments: <input type="text"/> Status: Open Attachment: <input type="text"/> Browse...						
FY 2009 Q3	5/15/2009	7200.00	7200.00	5/15/2009	543212	Check	0	0.00	0.00	Closed		

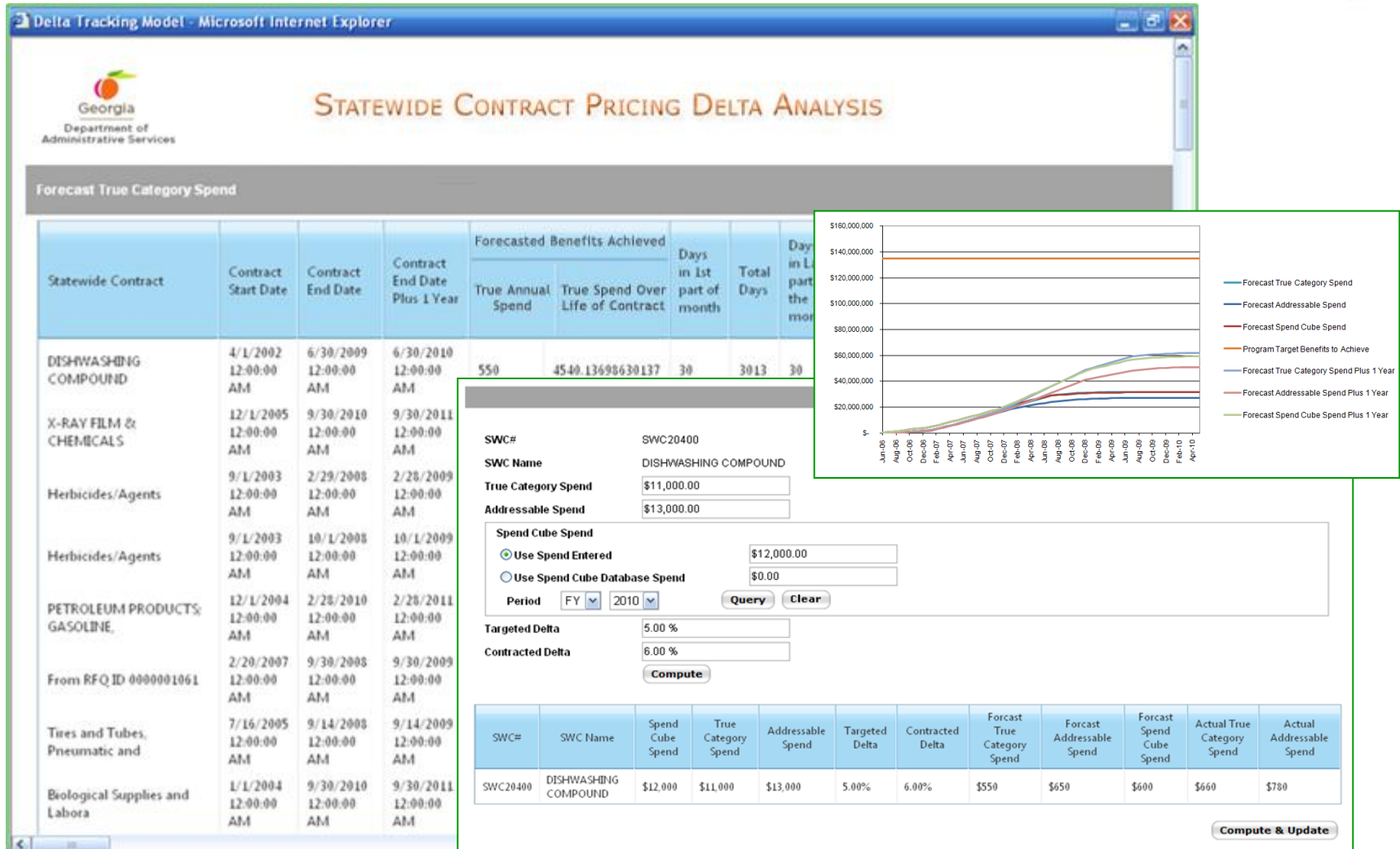
[Manage Sales Volume] [Manage Pricing Model]									
Rebate Fee (%)	Other Fee (\$)	Total Fee							
	0.00	\$6,000.00							
	0.00	\$6,150.00							
	0.00	\$8,250.00							
	0.00	\$7,200.00							
	0.00	\$7,800.00							

Refresh

Late Fee Due	Delta Amount Due	Comments	Status	Attachment

Spend Management Reporting

Applications and Reporting – Statewide Contract Pricing Delta Analysis



Spend Management Reporting

Applications and Reporting — Contractual Price Compliance (Supplier Sales Reporting Application)



TYCO HEALTHCARE GROUP LP

Tax ID: 020502162 **Address:**

Vendor ID: 0000016213 **Email:**

Associated SWC#: SWC20416, SWC50416 (0) **Phone:**

Submit Sales Report

SWC#: **Report For:**

Submit Report:

Report Preview

Admin Fee (%) ⁺	Rebate Fee (%) ⁺	Supplier Part Number / SKU ⁺	Item Description / Service Name ⁺	NIGP Code ⁺	Manufacturer or Brand Part No (if applicable)
2.00%	1%	H4823SC	X02 15"x9"x23" Clear Can Liner	12345	H4823SC
2.00%	1%	H4823SC	X02 15"x9"x23" Clear Can Liner	12346	H4823SC
2.00%	1%	H4823SC	X02 15"x9"x23" Clear Can Liner	12347	H4823SC
Total:					

SUPPLIER SALES REPORTING APPLICATION

TYCO HEALTHCARE GROUP LP

Tax ID: 020502162 **Address:** 15 HAMPSHIRE STREET MANSFIELD, USA

Vendor ID: 0000016213 **Email:**

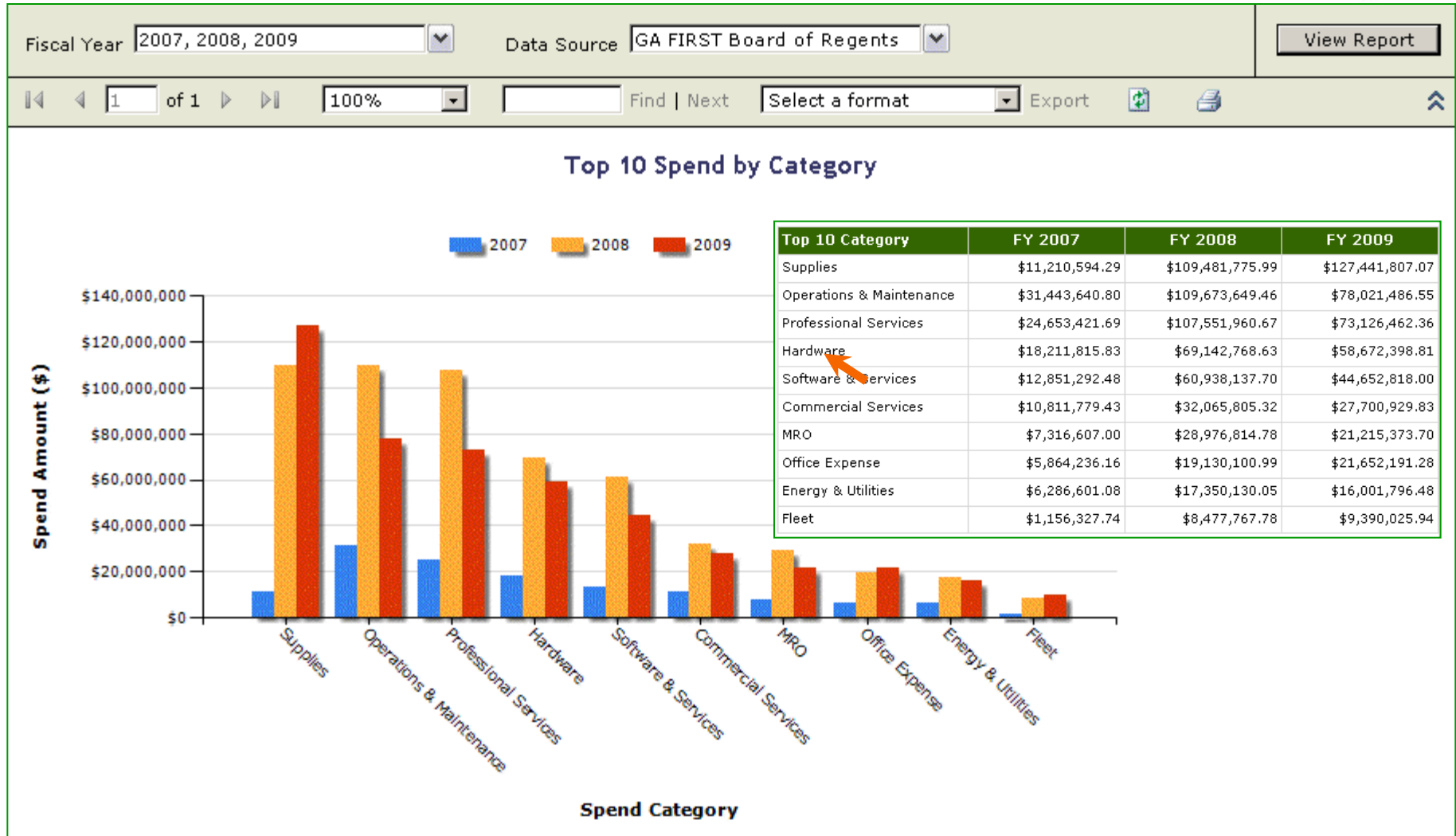
Associated SWC#: SWC20416, SWC50416 (0) **Phone:**

Sales Report History

Report Period	Report Submitted Date	Payment Period	User Account	SWC#	SWC Name	Total List Price	Total Contracted Price	Total Admin Fee Owed	Total Rebate Fee Owed	Request Resubmit
FY 2008 Q4	Feb 25 2010 1:38PM	Quarterly	tyco	SWC20416	DISHWASHING COMPOUND	\$562.50	\$528.75	\$10.59	\$5.28	[Send]
FY 2010 Q1	Mar 4 2010 4:48PM	Quarterly	tyco	SWC20416	DISHWASHING COMPOUND	\$562.50	\$528.75	\$10.59	\$5.28	[Send]

Spend Management Reporting

Applications and Reporting — How the tool can be used by agencies / universities? (continued)



Spend Management Reporting

Applications and Reporting — How the tool can be used by agencies / universities?



Detailed Report by Category

Category	Sub Category	Fiscal Year	Spend (\$)
<input type="checkbox"/> Hardware			
	<input type="checkbox"/> Peripherals		\$125,077,622.20
	<input type="checkbox"/> Desktops		\$67,496,948.79
		<input type="checkbox"/> 2007	
			\$20,831,584.56
		<input type="checkbox"/> 2008	
			\$27,515,144.87
		<input type="checkbox"/> 2009	
			\$19,150,219.36
	<input type="checkbox"/> Telecom Hardware		\$40,541,543.44
	<input type="checkbox"/> A/V Equipment		\$39,519,623.20
	<input type="checkbox"/> Copiers		\$33,280,407.74
	<input type="checkbox"/> Specialized Hardware		\$22,543,172.38
	<input type="checkbox"/> Laptops and Notebooks		\$20,963,981.90
	<input type="checkbox"/> Printers		\$14,572,417.70
	<input type="checkbox"/> CONSULTING SERVICES		\$9,956,714.37
	<input type="checkbox"/> Miscellaneous Items		\$6,317,548.26
	<input type="checkbox"/> IT Hardware		\$5,848,852.62
	<input type="checkbox"/> Mail Equipment		\$5,659,619.67
	<input type="checkbox"/> Computer Hardware Misc.		\$5,459,939.38
	<input type="checkbox"/> Monitors		\$3,131,945.13
	<input type="checkbox"/> Shredders		\$2,508,728.07
	<input type="checkbox"/> Multifunctional Devices		\$880,928.36

Spend Management Reporting

Applications and Reporting – How the tool can be used by agencies / universities? (continued)



Detailed Report by Category

Category	Sub-Category	Universities	NIGP	Spend (\$)
Hardware				
	A/V Equipment			\$39,519,623.20
				\$7,731,671.68
		Abraham Baldwin Agricultural Col	Projectors (Not Otherwise Classified): Combination Filmstrip-Slide Projectors, Rear-Projection Slide Units, Rear-Projection Filmstrip Units, LCD Projectors	\$141.38
		Albany State University	Audio Visual Equipment and Supplies (Not Otherwise Classified)	\$45,549.74
		Albany Technical College	Audio Visual Equipment and Supplies (Not Otherwise Classified)	\$4,769.84
		Altamaha Technical College	Microphones and Related Equipment (Not Wireless Systems): Chestsets, Earphones, Handsets, Headphones, etc.	\$1,814.50
		Appalachian Technical College	Camera Accessories: Batteries, Exposure Meters (Light Meters), Flash Equipment and Bar Lights (See Class 285 for Lamps), Power Packs and Chargers, Tripods, etc.	\$65.64
		Armstrong Atlantic State Universit	Camera Accessories: Batteries, Exposure Meters (Light Meters), Flash Equipment and Bar Lights (See Class 285 for Lamps), Power Packs and Chargers, Tripods, etc.	\$244.92
		Athens Technical College	Audio/Video Equipment and Accessory Rental or Lease	\$265.37
		Atlanta Metropolitan College	Satellite Receiver Dish (Video)	\$1,331.94
		Atlanta Technical College	Cameras, Still, Specialized (Including Complete Systems for Medical and Dental Photography, Photomicrography, etc.)	\$0.00
		Augusta State University	Audio Visual Equipment and Supplies (Not Otherwise Classified)	\$60,387.73
		Augusta Technical College	Audio Visual Equipment and Supplies (Not Otherwise Classified)	\$2,432.00
		Bainbridge College	Digital Video Disk (DVD) Television Combinations	\$3,854.15

Spend Management Reporting

Applications and Reporting — How the tool can be used by agencies / universities? (continued)



Family	All	Group	All	Category	All	Sub Category	All
1 of 1 100% Find Next Select a format Export							
Spend By Category Detailed View							
Family	Group	Category	Sub Category	NIGP	NIGP Description	Amount	
Commercial Services							
Energy & Utilities							
Fleet							
Hardware							
	IT						
		Hardware Consulting					
			CONSULTING SERVICES				
		IT Hardware					
			Computer Hardware Misc.				
			Copiers				
			Desktops				
				20453	Microcomputers, Desktop or Tower based	\$62,608,485.17	
				20455	Microcomputers, Multi-Processor	\$6,177,915.37	
			IT Hardware				
			Laptops and Notebooks				

Spend Manual



Should be used to:

- Develop a refreshable spend cube that collects and combines data from disparate data sources
- Employ spend data management strategies that are comprehensive, repeatable, and highly automated by aggregated dimensions
- Utilize Microsoft Office Performance Point Server 2007 that provides flexible, easy-to-use tools for building dashboards



Spend Manual

Includes:

- Comprehensive project details
- Tool Development
 - Database
 - MS PerformancePoint
 - MS SQL Business Intelligence Platform
- Validation Process
- Reporting



Spend Manual Contents



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4-Steps to Building a Refreshable Spend Cube



- **Introduction to Project Management**
 - **Identify key stakeholders and develop teams**
 - **Write project charter**
 - **Conduct interviews**
 - **Identify data sources**
 - **Identify data types**
 - **Determine timelines, refresh schedule, and data request template**
 - **Receive and validate**
- **Bring disparate data together**
 - **Normalize and**
 - **Categorize data**
- **Run summary reports on extract**
 - **Validate data with IT and Finance**
- **Develop and run reports to make informed business decisions that align with strategic objectives**

Implementation Can Lead To:



- Smarter business decisions
- Increase spend visibility
 - Identify opportunities for potential contracts
 - Lower the purchase price while increasing quality
 - Measure overall procurement performance
- Increase contract compliance
 - Ensuring Price Compliance
 - Monitoring “Rogue” Spend
 - Identifying Underutilized Suppliers
 - Correctly Marketing Contracts
- Directing Spend to P-Cards



Available May 2010: Spend Management Project Site



Spend Management Analytics

Welcome to the State of Georgia Spend Management Project web page! Here you'll find assorted resources to orient you on spend management and Spend Management Analytics. State partners interested in replicating the project may reach us at the [contact below](#).

► **Spend Management Overview**
First time here? View the [Tool Overview](#) presentation for project basics. Then, view the [Project History](#) presentation to learn about Georgia's partnerships for purchasing excellence.

► **Frequently Asked Questions**
Find answers to the most frequently asked questions about the [Spend Management Project](#).

► **Partners in Spend Management Analytics**
Georgia's Spend Management Project is a development of State Purchasing's Procurement Transformation, which originated from the work of Governor Perdue's Commission for a New Georgia Procurement Task Force. Learn more about the [Commission for New Georgia](#) and Governor Sonny Perdue's efforts to take Georgia's procurement management status.

The Spend Management Project shifted into high gear with the support of Pew Center on the States, a division of Pew Charitable Trusts that identifies and addresses critical issues facing states. Pew selected Georgia, Ohio and West Virginia as partner states to strengthen state operations and save tax dollars. Learn more about the Pew Center's research project goals included the development of an educational manual and Spend Cube Analytix in other U.S. states.

► [Spend Management Manual](#)

► **White Papers**

► **Press Materials**

► **Marketing Materials**

► **Contact Information**

Access the spend manual
and other educational
tools at
www.spendanalytix.com

For more Information...



- If your government agency is interested in replicating the project contact:
 - Katherine Briody
Strategic Support Manager
404-656-1786
Katherine.Briody@doas.ga.gov
- Read about Governor Perdue's plans overhaul of Georgia state government and the work of the Commission for a New Georgia at <http://newgeorgia.org>
- Learn more about the Pew Trust and the Pew Management Lab at www.pewcenteronthestates.org



Questions?



Georgia